

<b>NE - II Telecom Circle</b> (Nagaland, Manipur, Arunachal Pradesh States) Telecom Exchange Building Dimapur-797112 : Nagaland		<b>भारत संचार निगम लिमिटेड</b> <b>(भारत सरकार का उद्यम)</b> <b>BHARAT SANCHAR NIGAM LIMITED</b> (A Govt. of India Enterprise)
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**No. CGMT/NE-II/CFA/DSLAM/2014-15/91**

**Dated : 21/11/2014**

To

All SSA Heads  
ARP/MNP/NLD  
NE-II Telecom Circle

**Sub:- Provisioning of CPEs to the subscribers for ADSL Broad Band connection.**

It is to inform you that BSNL H/Q has already issued Purchase Order to M/s Supernet Infocomm Pvt Ltd Goa on dtd 21.10.2014 to supply 2400 no. ADSL CPEs for NE-II circle, but the delivery is expected to be delayed by next 3 to 4 months. So the corporate has made some interim arrangement to ensure that the target of provisioning of Broad Band connections is not slipped. At present the NE-II Circle stock in CTSD Guwahati is also exhausted completely.

It is to bring to your kind notice that at present it is not possible to supply Broad Band CPEs for providing new broadband connections as well as replacement of faulty CPEs for existing connections. It is also observed, perhaps due to this reason, the provisioning of Broad Band connections in NE-II Circle has been reduced to an alarming stage.

To overcome short supply of ADSL CPEs and to meet the target of Broad Band connections as fixed by Director CFA BSNL HQ, an empanelment agreement has been signed with M/s D-Link (India) Ltd. through which M/S D-Link will provide "BSNL certified" wireless ADSL2 + CPEs to the subscribers on payment basis from CSCs and other BSNL customers outlets.

The detail of agreement copy is hereby enclosed for your reference. The D-Link Distributors for North East Region is M/s Kiran International. The name of the contact person is Mr. Amith Shah and contact no. is **9436506070**.

Therefore you are kindly requested to contact Mr. Amith Shah who is stationed at Guwahati and make all the arrangements as per guidelines/agreements issued by BSNL HQ to ensure that target of Broad Band connections is achieved without fail.

- Encl :**
1. Letter from Addl. GM (NWP-BB), BSNL, HQ N.Delhi. (1 page).
  2. Agreement for empanelment of broadband CPE vendor. (7 Pages).
  3. CPE Specifications (2 pages).
  4. Contact information (1 Page).

  
Sr. GM (NW-CFA)  
O/o CGMT, BSNL  
NE-II Telecom Circle  
Dimapur : Nagaland

Copy to- The CGMT NE-II circle Dimapur for information pl.

NWP-BB Cell  
BSNL Corporate Office, 2<sup>nd</sup> Floor  
Bharat Sanchar Bhavan, Janpath.  
N.Delhi-110 001  
Ph. 011-23734057  
Fax.011- 23734284

भारत संचार निगम लिमिटेड  
(भारत सरकार का उपक्रम)  
**BHARAT SANCHAR NIGAM LIMITED**  
(A Govt. of India Enterprise)

90

No: 64-293/2013-BB/8

dt 10-11-2014

To

All CGMs  
Telecom Circle / Metro Districts

**Sub: Signing of ADSL2+ CPE Empanelment agreement with M/s D-Link (India) Limited regarding.**

1. BSNL has signed agreement with M/s D-Link (India) Limited on 10<sup>th</sup> November 2014, for sale of "**BSNL certified**" wireless ADSL2+ CPE with external antenna, having Model No. DSL-2730U. The copy of the agreement is being uploaded along with this letter, on BSNL's Intranet Portal. Technical data sheet is enclosed as part of the agreement.
2. Distribution detail of M/s D-Link (India) Limited is enclosed.
3. BSNL Circles may ensure the compliance for the agreement and in case any violation is noticed, same may be brought to the notice of this office.
4. CPE empanelled vendor is permitted to print BSNL logo with tag line "**BSNL Certified**" on the packaging box (not on the device) of approved ADSL2+ CPE, **Model No DSL-2730U** and also print instructions on packaging box that "**BSNL is not responsible for any kind of defects in device & please contact the seller of the CPE directly, for the same**".
5. Also circles may encourage customers for purchasing CPEs from BSNL approved empanelled CPE vendors, only in case BSNL procured CPEs are not available in the field units.

Encl: As above

Copy to:

- [1] Dir (CFA) BSNL CO for information please.
- [2] M/s D-Link (India) Limited for information & n/a please.

Dir (CFA)  
Garg  
21/11/14

OP  
20/11/14

AGM (NWP-BB)  
21/11/14

*SGM (HRA) for n/a to make sufficient modem to SSAs in consultation with Vendor like this BSNL Branches at all CSC in District HRA, in consultation with any other mechanism also can be worked out in consultation with SSA Heads.*

*Deepak Garg*  
10.11.14  
(Deepak Garg)  
Addl GM (NWP-BB)

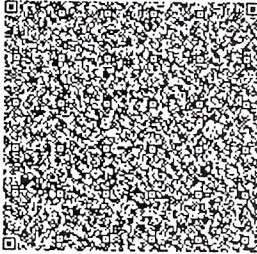


## INDIA NON JUDICIAL

### Government of National Capital Territory of Delhi

#### e-Stamp

Certificate No. : IN-DL28638334120743M  
Certificate Issued Date : 03-Nov-2014 12:42 PM  
Account Reference : IMPACC (PF)/ dl766013/ DELHI/ DL-DLH  
Unique Doc. Reference : SUBIN-DL76601354099776305636M  
Purchased by : D LINK INDIA LIMITED  
Description of Document : Article 5 General Agreement  
Property Description : Not Applicable  
Consideration Price (Rs.) : 0  
(Zero)  
First Party : D LINK INDIA LIMITED  
Second Party : Not Applicable  
Stamp Duty Paid By : D LINK INDIA LIMITED  
Stamp Duty Amount(Rs.) : 100  
(One Hundred only)



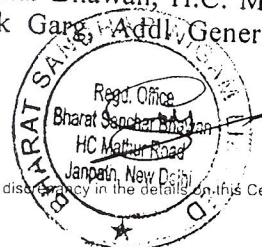
GR 12-11-14

Please write or type below this line.

#### AGREEMENT for empanelment of Broadband CPE vendor

THIS Agreement entered into on 10<sup>th</sup> day of November 2014 by and between:

BHARAT SANCHAR NIGAM LIMITED (hereinafter referred to as "BSNL"), CIN U74899DL2000GOI107739, a company incorporated under the Companies Act 1956, having its Registered Office and Corporate Office at Bharat Sanchar Bhawan, H.C. Mathur Lane, Janpath, New Delhi-110001, represented by Shri Deepak Garg, Addl. General Manager

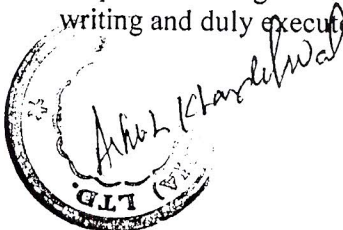


#### Stamp Duty Alert:

1. The authenticity of this Stamp Certificate should be verified at "www.shcilestamp.com". Any discrepancy in the details on this Certificate and as available on the website renders it invalid.
2. The onus of checking the legitimacy is on the users of the certificate.
3. In case of any discrepancy please inform the Competent Authority.



4. The CPE vendor has approached BSNL CO to get empanelled as BSNL approved CPE vendor for sale of its approved CPE to BSNL customers and has requested to sign an agreement for provision of such empanelment in Pan India and has further assured to the BSNL that the CPE vendor have appropriate and sufficient arrangements for infrastructure, equipment and skilled manpower and other facilities to provide the services under the agreement. Whereupon and in pursuance to the said request and based upon such assurance, BSNL has agreed to sign the agreement with the CPE vendor for one year for provision of said arrangement / services as per terms and conditions contained in this agreement.
5. Pre-requisites stated above point no 1 to 3 have been fulfilled.
6. CPE vendor shall be permitted to print BSNL logo with tag line "**BSNL Certified**" on the packaging box (not on the device) of approved wireless ADSL2+ CPE with external antenna, having Model No. DSL-2730U. CPE vendor shall also print instructions on packaging box that "**BSNL is not responsible for any kind of defects in device & please contact the seller of the CPE directly, for the same**"
7. CPE vendor shall provide the name of contact person with address & telephone /FAX no. to BSNL Corporate office / concerned circles / SSA / BSNL field units, which may be contacted by BSNL staff as well as by customers for purchase of BSNL approved CPEs
8. Any change in Address, Phone number, FAX Number etc shall also be informed to concerned field units, head of SSA and BSNL Corporate Office at the earliest.
9. BSNL shall make available the contact details of CPE vendor to CSCs and other BSNL customer outlets etc.
10. Agreement for empanelment shall be for a period of one year from the date of signing, subject to satisfactory performance by the vendor.
11. Agreement for empanelment may be renewed on year to year basis, based on past performance of CPE vendor on similar / mutually agreed terms and conditions.
12. CPE vendor shall limit the maximum sale price of its CPE to BSNL prevailing sale price of Type-I (non WiFi) & Type-II (WiFi) CPE.
13. After sale service of CPE is CPE vendor's responsibility as per the understanding between the customer & the CPE vendor. BSNL shall have no role in payment & after sale services of CPEs purchased by customers from the CPE vendors. CPE vendor shall not cast any obligation on BSNL of any kind.
14. CPE Vendor shall inform customers about the process of after sale services.
15. Empanelment Agreement shall not be amended or modified or altered or changed, except in writing and duly executed by the authorized representatives of each party.



with respect to the business of both the parties or any transaction contemplated thereby or affecting any clearance or which could have a material adverse effect on this agreement.

**19. Restrictions on "Transfer of agreement"**

CPE vendor shall not assign or transfer its right in any manner whatsoever under this agreement to a third party or enter into any agreement for sub contracting and / or partnership relating to any subject matter of the agreement to any third party either in whole or in any part i.e., no sub-contracting / partnership / third party interest shall be created except with written consent of BSNL.

**20. Severability:**

Should TRAI / DoT declare any part of this agreement unenforceable through direction / order / regulation or if terms of license of BSNL are changed through any amendment or order of the Government, the parties will cooperate and take all appropriate steps to amend, modify or alter this agreement. This agreement shall be binding upon all respective successors of the parties.

21. BSNL reserves the right to suspend the operation of this agreement, at any time, due to change in its own license conditions or upon directions from the competent government authorities / Courts. In such a situation, BSNL shall not be responsible for any damage or loss caused or arising out of aforesaid action.

**22. Compliance of laws:**

BSNL and CPE vendor shall perform their duties in strict compliance with all applicable laws in India along with rules and regulations of the duly constituted Govt. authorities in India and shall obtain all licenses, restrictions or other approval, if any, required by laws in India in connection with the services to be rendered hereunder.

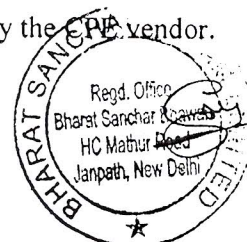
23. Further, service provided to the customers shall be subject to Indian Telegraph Act 1885, TRAI directions and tariff circulars issued by BSNL Corporate Office.

**24. Indemnification:**

CPE vendor agrees to protect, defend, indemnify and hold harmless BSNL and its employees, officers, directors, agents or representatives from and against any and all liabilities, damages, fines, penalties and costs (including legal costs and disbursements) arising from or relating to:

- (a) Any breach of any statute, regulation, direction, orders or standards from any governmental body, agency, telecommunications operator or regulator applicable to such party; "or"
- (b) Any breach of the terms and conditions in this agreement by the CPE vendor.

*Atish Handa*



Arbitration and Conciliation Act, 1996 and the rules made there under, any modification thereof for the time being in force shall be deemed to apply to the arbitration proceeding under this clause.

- 27.3 The venue of the arbitration proceeding shall be the office of the CMD, BSNL, New Delhi or such other places as the arbitrator may decide.

IN WITNESS WHERE OF the Parties here so have caused this agreement to be duly executed through their respective authorized representatives on the 10<sup>th</sup> day of November 2014.



Signed for and on behalf of BSNL by Shri Deepak Garg, Addl. GM (NWP-BB) BSNL CO.

Say  
10.11.14



Ashish Khandelwal

Signed for and on behalf of M/s D-Link India Limited by Ashish Khandelwal, Business Manager (Telecom) the authorized signatory, in accordance with Board Resolution dated 26<sup>th</sup> June 2009 passed by the Board of Directors & thereafter letter of authority issued by Shri Shrinivas Adikesar Company Secretary vide letter No. DLK / 2014-15/28 dated 19-09-2014.

In the presence of the witnesses:

1.   
Signature

Name VISHWAKANT

Occupation Manager Solution Support

Address D-Link - Narany Nause

Place Connaught place (N.D.)

9717666363



2. 

Signature

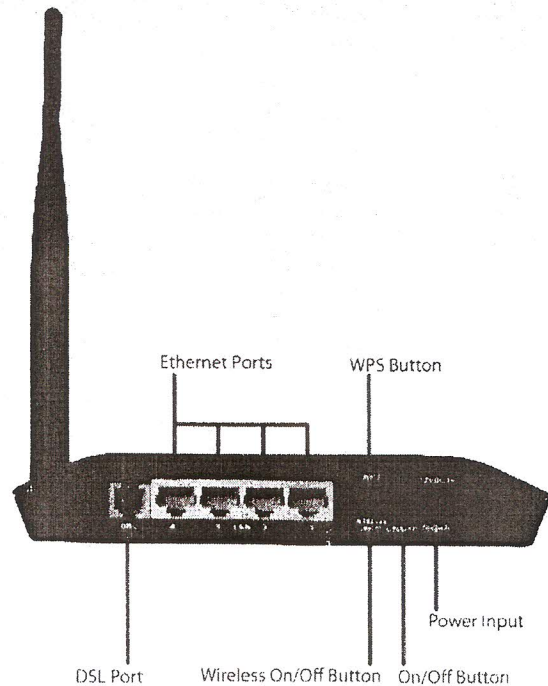
Name SAUN PRABHA

Occupation AM (NWP-BB)

Address BSNL C.O.

Place Delhi





## Technical Specifications

### General

Device Interfaces	<ul style="list-style-type: none"> <li>• RJ-11 ADSL port</li> <li>• 4 RJ-45 10/100BASE-TX Ethernet ports with auto MDI/MDIX</li> <li>• Built-in 802.11n wireless LAN</li> </ul>	<ul style="list-style-type: none"> <li>• Factory reset button</li> <li>• WPS button</li> <li>• Wireless on/off switch (optional)</li> <li>• Power on/off switch</li> </ul>
ADSL Standards	<p>ADSL standards:</p> <ul style="list-style-type: none"> <li>• Multi-mode, ANSI</li> <li>• T1.413 Issue 2, ITU G.992.1 (G.dmt)</li> <li>• Annex A, ITU G.992.2 (G.lite) Annex A,</li> <li>• ITU G.994.1 (G.hs)</li> </ul> <p>ADSL2 standards:</p> <ul style="list-style-type: none"> <li>• ITU G.992.3 (G.dmt.bis) Annex A/L/M</li> <li>• ITU G.992.4 (G.lite.bis) Annex A</li> </ul>	<p>ADSL2+ standards:</p> <ul style="list-style-type: none"> <li>• ITU G.992.5 Annex</li> <li>• A/L/M</li> </ul>
<b>Functionality</b>		
General	<ul style="list-style-type: none"> <li>• 802.11b/g/n standards</li> <li>• Wireless speed: up to 54 Mbps (802.11g), 150 Mbps (802.11n)</li> <li>• G.dmt: 8 Mbps downstream, 832 Kbps upstream</li> <li>• G.lite: 1.5 Mbps downstream, 512 Kbps upstream</li> <li>• ADSL2: 12 Mbps downstream, 1 Mbps upstream</li> <li>• ATM mode: UNI 3.1/4.0 PVC (up to 8 PVCs)</li> <li>• Frequency range: 2.4 GHz to 2.484 GHz</li> <li>• Antenna: Single 2x2 built-in MIMO antenna</li> </ul>	<ul style="list-style-type: none"> <li>• ADSL2+: 24 Mbps downstream, 1 Mbps upstream: VC and LLC based multiplexing</li> <li>• PPP over Ethernet (PPPoE)</li> <li>• PPP over ATM (RFC 2364)</li> <li>• ITU-T I.610 OAM F4/FS</li> <li>• ATM Adaptation Layer Type 5 (AAL5)</li> <li>• ATM QoS (Traffic Shaping)</li> <li>• Bridged or routed Ethernet encapsulation</li> </ul>
Router Features	<ul style="list-style-type: none"> <li>• Dynamic NAT</li> <li>• DHCP server/client/relay</li> <li>• Static routing: RIP v1, v2</li> <li>• Universal Plug and Play (UPnP) compliant</li> </ul>	<ul style="list-style-type: none"> <li>• Dynamic Domain Name System (DDNS)</li> <li>• Virtual server</li> <li>• SNTP, DNS proxy and IGMP proxy</li> <li>• Supports IPv6</li> </ul>
Virtual Private Network (VPN)	<ul style="list-style-type: none"> <li>• PPTP/PPSec/L2TP pass-through</li> </ul>	

**D-LINK major distributor (Zone wise)**

S No	Name of the Company	Contact Name	Zone	Contact Number
1	Gupta Agencies	Mr. Venkatesh	South	094440 65805
2	Utility Technologies	Mr. Agarwal	West	080074 64000
3	MDM India	Mr. M.Thiagi	North	092269 81298
4	Asit Communication	Mr. Ajith Barik	East	090964 18695
5	Kiran International	Mr. Amith Shah	North-East	(099217 51804) 9436506070

Hence we request you to please let us know, when can we sign the agreement?

Thanking you,

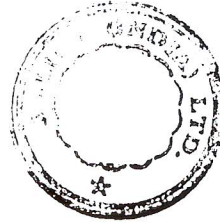
For D-LINK India Limited

Ashish Khandwal

**Sr. Business Manager – Telecom (SAARC)**

E Mail: [ashish.k@dlink.co.in](mailto:ashish.k@dlink.co.in)

Mobile: +91-93113-42458





## Product Highlights

### High-Speed Internet

Latest ADSL2+ standards provide Internet transmission of up to 24 Mbps downstream for fast downloads and smooth streaming media

### High-Performance Wireless

Fast 802.11n wireless gives you superior speed and range while remaining compatible with older 802.11g/b devices

### Secure Connection

Robust security features keep your connection secure, preventing unauthorized access to the network while minimizing traffic for a smooth connection



DSL-2730U

## Wireless N 150 ADSL2+ 4-Port Router

### Features

#### Performance Wireless

- Integrated ADSL2+
- 802.11n wireless LAN
- 4-Ethernet ports

#### Latest Security Features

- WPA/WPA2 and WEP
- Stateful Packet Inspection (SPI)
- Quality of Service (QoS)

#### High Speed Connectivity

- Supports download speeds of up to 24 Mbps
- Firewall protection

The DSL-2730U Wireless N 150 ADSL2+ 4-Port Wi-Fi Router is a versatile, high-performance router for home and the small office. With integrated ADSL2+, supporting download speeds up to 24 Mbps, firewall protection, Quality of Service (QoS), 802.11n wireless LAN, and 4 Ethernet switch ports, this router provides all the functions that a home or small office needs to establish a secure and high-speed link to the Internet.

### Ultimate Wireless Connection

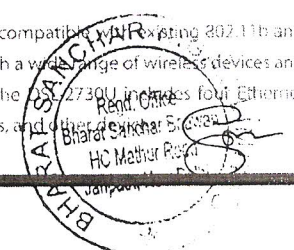
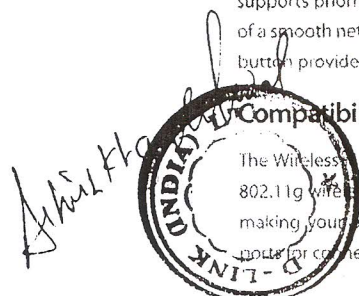
The Wireless N 150 ADSL2+ 4-Port Router provides wireless speeds that are much faster than 802.11g, allowing you to maximize wireless performance and stay connected from virtually anywhere in your home and office. It supports WPA/WPA2 & WEP for flexible user access security & data encryption methods

### Firewall Protection and QoS

Security features prevent unauthorized access to the home and office network from wireless devices or from the Internet. The Wireless N 150 ADSL2+ 4-Port Router provides firewall security, such as Stateful Packet Inspection (SPI) and hacker attack logging. SPI inspects the contents of incoming packets before they are allowed in, while hacker logging helps to protect your network against Denial of Service (DoS) attacks. For Quality of Service (QoS), the router supports priority queues to enable a group of home or office users to experience the benefit of a smooth network connection without worrying about traffic congestion, and a built-in WPS button provides an easy way to establish a secure wireless connection.

### Compatibility Assurance

The Wireless N 150 ADSL2+ 4-Port Router is backward compatible with 802.11b and 802.11g wireless equipment, ensuring compatibility with a wide range of wireless devices and making your older devices still relevant. In addition, the DSL-2730U includes four Ethernet ports for connecting Ethernet-enabled PCs, print servers, and other network devices.



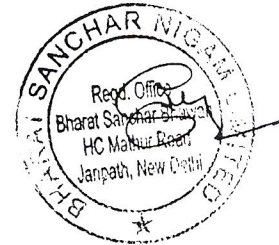
# DSL-2730U Wireless N 150 ADSL2+ 4-Port Router

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Device Configuration/Management	<ul style="list-style-type: none"><li>• Installation wizard (optional)</li><li>• Web-based GUI for configuration, firmware upgrade</li><li>• Code lock to prevent improper firmware upgrade</li><li>• WPS</li></ul>	<ul style="list-style-type: none"><li>• TR-069 Client (optional)</li></ul>
Quality of Service	<ul style="list-style-type: none"><li>• LAN to WAN traffic prioritization/classification</li><li>• IGMP snooping with 32 Multicast groups</li></ul>	
Security	<ul style="list-style-type: none"><li>• IGMP</li><li>• PVC/VLAN port mapping (bridge mode)</li><li>• 64/128 bits WEP data encryption</li><li>• Parental Control (URL blocking, scheduling)</li></ul>	<ul style="list-style-type: none"><li>• WPA/WPA2 (Wi-Fi Protected Access) security</li><li>• MAC address-based access control</li><li>• WPS</li></ul>
Power Input	<ul style="list-style-type: none"><li>• Through 12 V AC 0.5 A external power adapter</li></ul>	
Diagnostic LEDs	<ul style="list-style-type: none"><li>• Power</li><li>• LAN (1 to 4)</li><li>• WLAN</li></ul>	<ul style="list-style-type: none"><li>• DSL</li><li>• Internet</li><li>• WPS</li></ul>
Physical		
Dimensions	<ul style="list-style-type: none"><li>• 125.16 x 115.93 x 36.55 mm (7.7 x 4.6 x 1.4 inches)</li></ul>	
Weight	<ul style="list-style-type: none"><li>• 113.4 grams (4 ounces)</li></ul>	
Power	<ul style="list-style-type: none"><li>• Input: 100 to 240 V AC, 50/60 Hz</li></ul>	<ul style="list-style-type: none"><li>• Output: 5 V DC, 750 mA</li></ul>
Temperature	<ul style="list-style-type: none"><li>• Operating: 0 to 40 °C (32 to 104 °F)</li></ul>	<ul style="list-style-type: none"><li>• Storage: -20 to 70 °C (-4 to 158 °F)</li></ul>
Humidity	<ul style="list-style-type: none"><li>• Operating: 0% to 90% non-condensing</li></ul>	<ul style="list-style-type: none"><li>• Storage: 5% to 95% non-condensing</li></ul>
Certifications	<ul style="list-style-type: none"><li>• CE (EN55022/EN55024/EN300 328/EN301489)</li></ul>	
Order Information		
Part Number	Description	
DSL-2730U	Wireless N 150 ADSL2+ 4-Port Router	

*Amul Khandelwal*

*Amul Khandelwal*



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**D-Link**  
Building Networks for People

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